



AGENDA

- Opening Remarks, Fred Diamond
- Breakfast Served
- Special Presentation, Noah Simon, Congressman Beyer's Office
- Keynote, Bill Cates
- Sales Excellence Awards
- Member of the Year, Gina Stracuzzi
- Women in Sales Leadership Award, Keri Shull, The Keri Shull Team
- Lifetime Achievement Award, Teresa Carlson, Amazon Web Services
- Photos and Networking



IES helps sales leaders hire, retain, and motivate top tier sales talent.







Baxter



blackbaud™
➤ power your passion

cvent

 **GENESYS™**

Honeywell
THE POWER OF **CONNECTED**

JUNIPER
NETWORKS

T.RowePrice 

CHAD HACKMANN

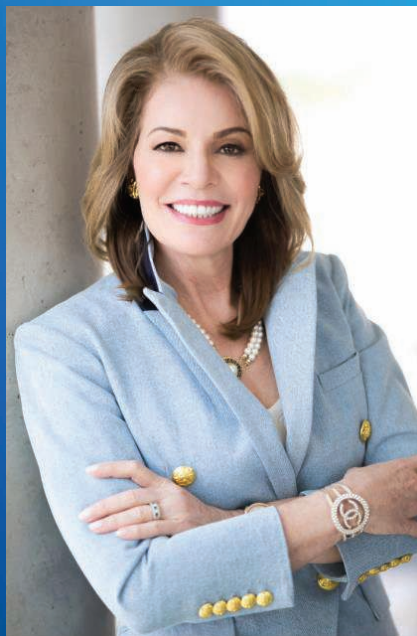
ALAIRHOMES.COM
LIVING BETTER STARTS HERE®



A L A I R

202-409-1280
CHAD.HACKMANN@ALAIRHOMES.COM
3100 CLARENDON BLVD. SUITE 200
ARLINGTON, VA 22201

Congratulations
Teresa Carlson
on your Lifetime
Achievement
Award!



Congratulations to the 2018 IES Award Finalists and Winners

Your innovative sales strategies,
determination and leadership drive
results and inspire our community.

carahsoft.

The Trusted Government
IT Solutions Provider®

CONGRATULATIONS

DLT is proud to honor

Teresa Carlson

for being recognized with the IES
Lifetime Achievement Award!



www.dlt.com

DLT



Teresa Carlson

LIFETIME
ACHIEVEMENT



Keri Shull

WOMEN IN SALES
LEADERSHIP AWARD



Gina Stracuzzi

MEMBER
OF THE YEAR

Amazon Web Services congratulates
Teresa Carlson on receiving the
lifetime achievement award from IES.



Teresa Carlson
Vice President,
AWS Worldwide Public Sector

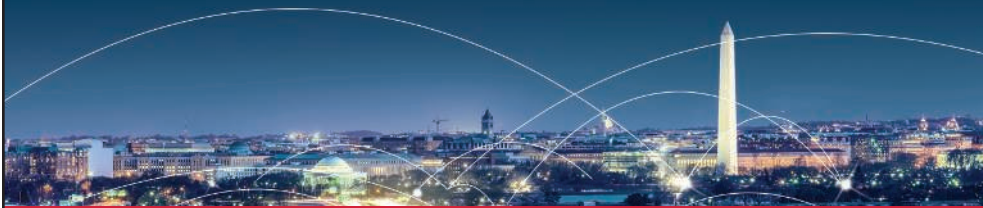
Teresa Carlson founded the Worldwide Public Sector Division at AWS in 2010, and since then has driven the business' growth.

Today, tens of thousands of government agencies, education institutions and nonprofit organizations around the world use Amazon Web Services.

AWS is proud to be a gold sponsor of the 2018 IES Sales Excellence Awards.



We help technology
companies do business
with the government.



immixGroup
An Arrow Company

| www.immixgroup.com



ADVERTISING + ROI =



Experience the Wexler Difference

#GetHappy



wexler

wexlerllc.com

Congratulations Keri Shull!

WOMEN IN SALES EXECUTIVE LEADERSHIP AWARD

Keri Shull has revolutionized the real estate industry by building the #1 Sales Team in Virginia. Her unique business and marketing strategies position the agents on her team to be able to do over 50 sales per year compared to the average agent who will only sell 5.5 homes a year.

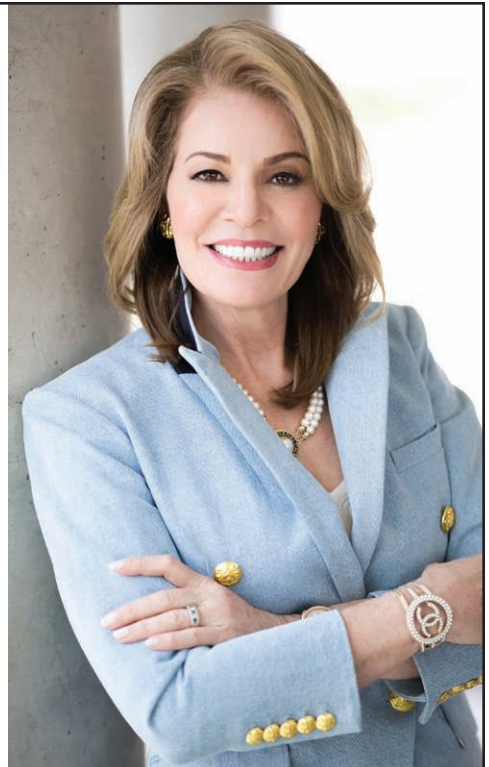




Cloud. Simplified.™

Congratulations
Teresa Carlson on your
well-deserved Lifetime
Achievement Award.

Your stewardship of the
Public Sector business at
AWS has led to success not
just for AWS, but for
businesses such as JHC,
which has built its practice
on AWS and cloud
technology.



BUILD A SECURE, PORTABLE HYBRID CLOUD

See how Red Hat® OpenShift, a container application platform, lets you easily and quickly build, develop, and deploy in nearly any infrastructure, public or private. Whether it is on-premise, in a public cloud, or hosted, you have an award-winning platform to get your next big idea to market ahead of your competition.

Visit red.ht/openshift-cloud-computing



Copyright © 2018 Red Hat, Inc. Red Hat, Red Hat Enterprise Linux, the Shadowman logo, and JBoss are trademarks or registered trademarks of Red Hat, Inc. or its subsidiaries in the United States and other countries. Linux® is the registered trademark of Linux Torvalds in the U.S. and other countries.



CONGRATULATIONS

Teresa Carlson and Keri Shull

Best Wishes,
The Hortonworks Team





Sage Communications would like to congratulate each of this year's IES Sales Excellence Award finalists on their accomplishments.

A special congratulations to our clients AWS' Teresa Carlson and Hortonworks for their respective recognition during today's ceremony.



IronNet Cybersecurity
The Mission Continues

**Empowering Companies and Nations to Collectively
Defend Against Advanced Threats**

Our founding mission is to redefine cybersecurity through the use of *next generation technology*. We deliver *unprecedented network visibility*, *early threat detection*, and *collective defense* through machine-speed threat correlation and sharing across multiple companies and sectors.

Learn more at www.ironnetcyber.com



What does it mean to be a Cventer?

It means having the freedom to innovate, while still being a part of something larger. It's having a voice that's heard, and a team who will listen. It's contributing to the success of the company, and it's celebrating our victories.

Join us and kick-start your sales career!

cvent.com/careers



Cvent wishes to congratulate all of the 2018 Award Finalists!

Customer Partnering / Strategic Alliances

Carahsoft
CloudCheckr
HortonWorks
Learning Tree

Excellence in Sales Training

cStor • Cvent
Erie Insurance
Hanover Research
Maestro

Excellence in Sales Management

Baxter Healthcare
Becton-Dickinson
Blackbaud • Cvent
Genesys • Juniper
Honeywell Aerospace
T. Rowe Price

Excellence in Sales Innovation

DLT • Net2Source
Outreach • WTOP

JOIN THE IES TODAY

The IES provides a wealth of services to selling professionals at companies large and small throughout the Mid-Atlantic region and across the U.S. It is an unbiased and trusted partner for the delivery of sales programs, speakers, training, and services. Join the IES today and participate in our sales thought leadership, mentoring, Women in Sales, Millennials in Sales, and sales leader programs.



**institute for
excellence in sales**

www.salesgamechangerspodcast.com

www.i4esbd.org